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Ted Kujawski, Sales Manager, Pacific STIHL

BAAQMD Presentation

April 15, 2015

First a little about our company and how we go to market.

- Family owned by the STIHL Family.
- A German company which has been manufacturing in the USA for over 40 years. (VA Beach, VA)
- STIHL products are only sold through independently owned, servicing Dealers, who have on-site service, with spare parts inventory and trained personnel.
- We are not sold “in the box”, over the internet, in Home Depot, Lowes, Walmart, SEARS, or Kmart.
- All products are fully assembled, test run at the Dealership, and the warranty is registered with the factory.
- Instructions are provided on the proper, safe, and polite use of our products.

Pacific STIHL is a Division of STIHL Inc. and is located in the heart of the San Joaquin Valley, in Visalia, CA.

We serve the states of CA, NV, AZ, HI, and GM.

Ted Kujawski

Sales Manager

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559-624-4345

Authorized STIHL Dealers

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All STIHL Dealers have access to the full line of STIHL products, including our Lithium Ion Battery Powered products. The Dealers listed below are known to stock, and display the battery powered products. For a complete list of all STIHL Dealers in your area consult www.stihlusa.com.

Account Name	Address	City	ZIP Code	Phone
Brentwood Ace Hardware	8900 Brentwood Blvd Suite J	Brentwood	94513	(925) 634-3201
Gardenland Power Equipment	196 Curtner Ave	Campbell	95008	(408) 377-4496
Concord Garden Equipment	2451 Monument Blvd.	Concord	94520	(925) 682-9777
Davis ACE Hardware	240 G Street	Davis	95616	530 758-8000
Single Cylinder Repair	10767 San Pablo Avenue	El Cerrito	94530	(510) 558-1112
Dale Hardware Inc.	3700 Thornton Avenue	Fremont	94536	(510) 797-3700
Abbott's Pro-Power	110 Luchessa #4b	Gilroy	95020	(408) 847-0472
Hassett Hardware	111 Main Street	Half Moon Bay	94019	(650) 726-5505
Western States Tool & Supply C	23425 Cabot Blvd	Hayward	94545	(510) 786-2004
Livermore Saw & Mower	2345-3rd Street	Livermore	94550	(925) 447-2055
Napa Power Equipment	3145 Jefferson St.	Napa	94558	(707) 253-0468
Buck's Saw Service	707 Grant Avenue	Novato	94945	(415) 897-6811
Cresco Equipment Rentals	6773 Broadway Terrace	Oakland	94611	(510) 601-6480
U-Save Power Equipment	9370 Mac Arthur Blvd.	Oakland	94605	(510) 568-0451
Hassett Hardware-Palo Alto	875 Alma Street	Palo Alto	94301	(650) 327-7222
K-119 Tools & Equipment C	925 San Mateo Avenue	San Bruno	94066	(650) 588-0160
Single Cylinder Repair - San C	870 Bransten Road	San Carlos	94070	(650) 594-1112
Jackson's	62 Woodland Avenue	San Rafael	94901	(415) 454-3740
Turf & Industrial Equipment	2715 Lafayette St.	Santa Clara	95056	(408) 727-5660
J&W Lawn & Garden	801 F Davis Street	Vacaville	95687	(707) 446-7325
Aloha Saw & Mower Inc.	1144 Tennessee Street	Vallejo	94590	(707) 643-6404

STIHL Lithium Ion Powered Products

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Listed below are the current products available from STIHL, powered by Lithium Ion Battery's.

- The bottom three items are Chargers. (AL 100, AL 300, AL 500)
- There are three batteries listed. (AP 80, AP 180, AR 900)
- The prices listed are suggested retails.

Brand	Equipment Description	Model #	Price	Link to Specs	Warranty
STIHL	Chain Saw	MSA 200 C-BQ w/ 14" bar	\$379.95	http://www.stihlusa.com/products/battery/chain-saws/msa200cbq/	2 Years
STIHL	Walk Behind Lawnmower	RMA 370	\$399.95	http://www.stihlusa.com/products/battery/lawn-mower/rma370/	2 Years
STIHL	Hand Held Blower	BGA 85	\$299.95	http://www.stihlusa.com/products/battery/blowers-and-shredder-vacs/bga85/	2 Years
STIHL	Grass Trimmer	FSA 85	\$299.95	http://www.stihlusa.com/products/battery/trimmers-and-brushcutters/fsa85/	2 Years
STIHL	Extended Reach Hedge Trimmer	HLA 65	\$379.95	http://www.stihlusa.com/products/battery/hedge-trimmers/hla65/	2 Years
STIHL	Telescoping Extended Shaft Hedge Trimmer	HLA 85	\$479.95		2 Years
STIHL	Telescoping Pole Pruner	HTA 85 w/ 10" bar	\$579.95	http://www.stihlusa.com/products/battery/pole-pruners/hta85/	2 Years
STIHL	Hedge Trimmer	HSA 66	\$299.95	http://www.stihlusa.com/products/battery/hedge-trimmers/hsa66/	2 Years
STIHL	Cut Off Machine	TSA 230	\$499.95	http://www.stihlusa.com/products/new/cut-off-machines/tsa230/	2 Years
STIHL	76 Wh Lithium -Ion Battery	AP 80	\$129.99	http://www.stihlusa.com/products/battery/battery-accessories/apbatt/	2 Years
STIHL	178 Wh Lithium-Ion Battery	AP 180	\$199.99	http://www.stihlusa.com/products/battery/battery-accessories/ap180/	2 Years
STIHL	Battery Backpack	AR 900	\$899.99	http://www.stihlusa.com/products/new/battery-accessories/ar900/	2 Years
STIHL	Standard Battery Charger	AL 100	\$59.99	http://www.stihlusa.com/products/battery/battery-accessories/al100charger/	2 Years
STIHL	Rapid Charger	AL 300	\$99.99	http://www.stihlusa.com/products/battery/battery-accessories/alcharge/	2 Years
STIHL	High-Speed Charger	AL 500	\$149.99	http://www.stihlusa.com/products/battery/battery-accessories/al500/	2 Years

Run times for STIHL Equipment

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Battery Run Times

Battery Run Times (Maximum run time in minutes)

	AP 80	AP 160	AP 180	AR 900
BGA 85	10	20	23	110
FSA 65	30	60	70	330
FSA 85	15	30	35	160
HLA 85	60	x	140	660
HSA 65/85	45	80	85	450
HSA 66/HLA 65	60	120	140	660
HTA 85	x	x	35	x
MSA 160 C-BQ	x	35	40	180
MSA 200 C-BQ	x	x	35	160
RMA 370	x	25	28	x
TSA 230	x	13	15	75

Note: Run time on a single battery charge can vary based on battery type, charge level, tool model, operating conditions, user operating style and remaining battery capacity.

Charge Times for STIHL Batteries

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Battery Charge Times

Battery Charge Times (Charge times in minutes)

	AP 80	AP 160	AP 180	AR 900
AL 100	70/100	150/165	160/210	x
AL 300	25/50	35/60	40/70	190/250
AL 500	25/50	35/60	25/30	100/130
	80%/100%	80%/100%	80%/100%	80%/100%

STIHL BGA 85 with AR 900 backpack battery



The STIHL AR 900 backpack battery, with the AL 500 Rapid Charger gives the longest run time and the quickest re-charge time of all STIHL options.



Battery with battery belt options



Because they have a longer run time on a battery charge, some products are well suited for a smaller battery and battery belt combination.

Extended shaft products

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Lawnmower, Chain Saw, Cut off machine

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General FAQs

Product FAQs

Chain Saws

Lithium Ion

Trimmers

Blowers

KombiSystem

Limited Warranty

Fuel Related Issues

Electric Units & Vacuums

STIHL Lithium Ion Battery FAQs



How long will a STIHL Lithium-Ion battery last?

STIHL estimates a maximum 20% loss of original battery capacity after 500 charges. What this translates to in terms of remaining battery capacity:

- 500 charges > 80% of original battery capacity
- 1000 charges > 60% of original battery capacity
- 1500 charges > 40% of original battery capacity
- 2000 charges > 20% of original battery capacity
- Ultimately, the user will need to decide when to replace a battery based on remaining battery capacity required.

Thank You!

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